

CaseStudy

Expectations Exceeded:

Same Materials, Same Make, Significant Savings

Customer: Whisky Bottling Hall

Project: Major Cost Savings on OEM Parts

On a major overhaul project on Ocme packer chains and special Rinser parts for Lines 3, 6 and 9, working alongside our manufacturing partners we helped our customer save over £50,000 on this one project.

CHALLENGE

In a meeting with the Maintenance & Services Team Leader at the site we uncovered an opportunity to look at how Worldwide Engineering could help the company save a lot of money: they were looking to invest in an overhaul and upgrade of their most productive and profitable line, with additional lines also on the horizon to be overhauled in the same year.

The project involved Ocme packing machines and Procomac rinser machines. Within these machines, as well as standard components, there are a number of specialist and machined parts: we offered to provide a quote for the manufacture and supply of these parts.

There was a lot of work involved with this unique and complicated project: we worked with our Supply Team to provide the solutions and workable costs in manufacturing these special parts. The cost process took a few weeks to produce, but the wait was well worth it.

OUTCOME

Over the four lines scheduled for overhaul between June and September 2009, Worldwide Engineering managed to show the customer overall cost savings in excess of £50,000, around £40,000 of which related to Procomac rinser parts.

For the Ocme packaging machines there were special adapted chains, sprockets and flight-top chains required, as well as some standard transmission chains and bearing units. Comparing our costs for supplying all these parts against the OEM, we showed the customer savings of just over £10,000.

Not only did we show the customer significant cost savings, we supplied the exact same materials, and the same make of chains and bearings, within the agreed timescale.

The customer was so happy with us in terms of the whole project that he now consults with us on all OEM parts before he places any orders: a genuine win-win situation.

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